

CLAIMS

We claim:

1 *Def 1* 1. A method for materialization forecasting with respect to reservations made by  
2 persons for the potential purchase of perishable commodities, comprising the steps of:  
3 gathering past reservation information relating to past reservations for perishable  
4 commodities that have already perished;  
5 gathering current reservation information relating to current reservations for  
6 perishable commodities that have not yet perished;  
7 comparing said past reservation information and said current reservation  
8 information;  
9 calculating, based on said comparison, the likelihood that said current reservations  
10 will materialize; and  
11 outputting materialization forecast results based on said calculated likelihood.

1 2. The method as set forth in claim 1, wherein said past reservation information  
2 further includes historical commodity details regarding said past reservations.

1 3. The method as set forth in claim 2, wherein said past reservation information  
2 further includes Point-of-Sale (POS) information pertaining to said past reservations.

1           4. The method as set forth in claim 3, wherein said past reservation information  
2 further includes materialization information regarding said past reservations.

1           5. The method as set forth in claim 4, wherein said past reservation information  
2 includes demographic information about persons who made said past reservations.

1           6. The method as set forth in claim 5, wherein said demographic information  
2 includes one or more of the following pertaining to said persons making said past  
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,  
4 education, annual income, marital status, reservation frequency.

1           7. The method as set forth in claim 6, wherein said current reservation information  
2 further includes current-commodity details regarding said current reservation.

1           8. The method as set forth in claim 7, wherein said current reservation information  
2 further includes POS information pertaining to said current reservations.

1           9. The method as set forth in claim 8, wherein said current reservation information  
2 includes demographic information about persons making said current reservations.

1           10. The method as set forth in claim 9, wherein said demographic information  
2 includes one or more of the following pertaining to said persons making said current  
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,  
4 education, annual income, marital status, reservation frequency.

1           11. The method as set forth in claim 10, wherein said perishable commodity  
2 comprises airline seats, and wherein said historical commodity details include information  
3 related to one or more of the following regarding said airline seats: carrier name, flight  
4 origin, flight destination, booking class, flight distance, departure time, connection time,  
5 arrival time, departure date, arrival date, flight duration, number of distinct legs  
6 comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1           12. The method as set forth in claim 11, wherein said POS information includes  
2 one or more of the following: POS type, POS country, booking carrier, booking recency,  
3 change recency, fare code, number of passengers traveling with said persons making said  
4 past reservations, length of stay associated with the reservation, time between booking date  
5 and flight date, payment status.

1           13. The method as set forth in claim 12, wherein said current-commodity details  
2 include information related to one or more of the following: carrier name, flight origin,  
3 flight destination, booking class, flight distance, departure time, connection time, arrival  
4 time, departure date, arrival date, flight duration, number of distinct legs comprising a  
5 complete one-way itinerary, aircraft type, aircraft capacity.

1           14. Computer-readable code stored on media for conducting materialization  
2 forecasting with respect to reservations made by persons for the potential purchase of  
3 perishable commodities, comprising:

4           first subprocesses for gathering past reservation information relating to past  
5 reservations for perishable commodities that have already perished;

6           second subprocesses for gathering current reservation information relating to current  
7 reservations for perishable commodities that have not yet perished;

8           third subprocesses for comparing said past reservation information and said current  
9 reservation information;

10          fourth subprocesses for calculating, based on said comprison, the likelihood that  
11 said current reservations will materialize; and

12          fifth subprocesses for outputting materialization forecast results based on said  
13 calculated likelihood.

1           15. The computer-readable code as set forth in claim 14, wherein said past  
2 reservation information further includes historical commodity details regarding said past  
3 reservations.

1           16. The computer-readable code as set forth in claim 15, wherein said past  
2 reservation information further includes Point-of-Sale (POS) information pertaining to said  
3 past reservations.

1           17. The computer-readable code as set forth in claim 16, wherein said past  
2 reservation information further includes materialization information regarding said past  
3 reservations.

1           18. The computer-readable code as set forth in claim 17, wherein said past  
2 reservation information includes demographic information about persons who made said  
3 past reservations.

1           19. The computer-readable code as set forth in claim 18, wherein said demographic  
2 information includes one or more of the following pertaining to said persons making said  
3 past reservations: age, sex, national origin, citizenship, country of residence, occupation,  
4 education, annual income, marital status, reservation frequency.

1           20. The computer-readable code as set forth in claim 19, wherein said current  
2 reservation information further includes current-commodity details regarding said current  
3 reservation.

1           21. The computer-readable code as set forth in claim 20, wherein said current  
2 reservation information further includes POS information pertaining to said current  
3 reservations.

1           22. The computer-readable code as set forth in claim 21, wherein said current  
2 reservation information includes demographic information about persons making said  
3 current reservations.

1           23. The computer-readable code as set forth in claim 22, wherein said demographic  
2 information includes one or more of the following pertaining to said persons making said  
3 current reservations: age, sex, national origin, citizenship, country of residence,  
4 occupation, education, annual income, marital status, reservation frequency.

1           24. The computer-readable code as set forth in claim 23, wherein said perishable  
2 commodity comprises airline seats, and wherein said historical commodity details include

3 information related to one or more of the following regarding said airline seats: carrier  
4 name, flight origin, flight destination, booking class, flight distance, departure time,  
5 connection time, arrival time, departure date, arrival date, flight duration, number of  
6 distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1 25. The computer-readable code as set forth in claim 24, wherein said POS  
2 information includes one or more of the following: POS type, POS country, booking  
3 carrier, booking recency, change recency, fare code, number of passengers traveling with  
4 said persons making said past reservations, length of stay associated with the reservation,  
5 time between booking date and flight date, payment status.

1 26. The computer-readable code as set forth in claim 25, wherein said current-  
2 commodity details include information related to one or more of the following: carrier  
3 name, flight origin, flight destination, booking class, flight distance, departure time,  
4 connection time, arrival time, departure date, arrival date, flight duration, number of  
5 distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.